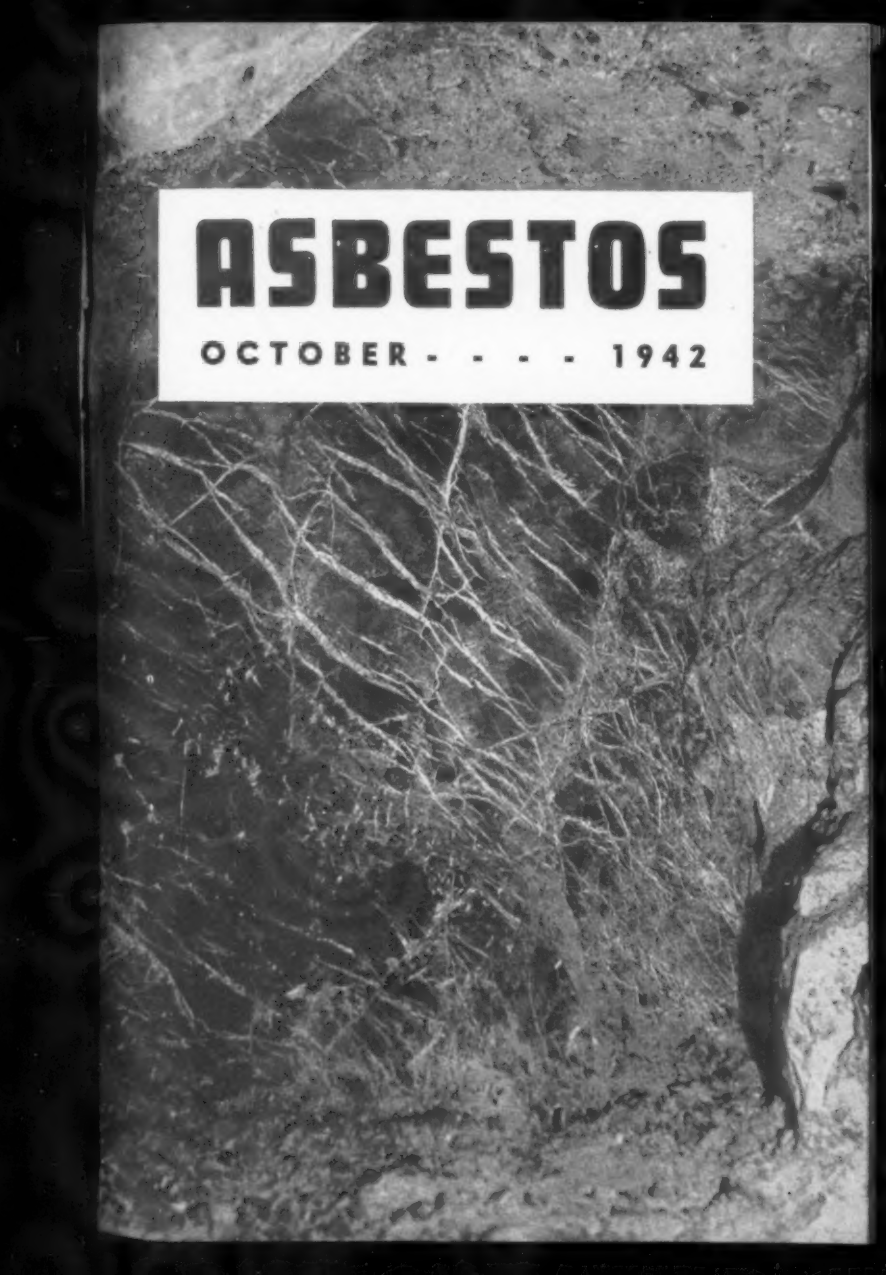
ASBESTOS
OCTOBER - - - - 1942

85% MAGNESIA . . . pipe coverings, blocks and cement. For temperatures up to 600° F.

EHRET'S ENDURO . . . Used with 85% Magnesia for temperatures from 600° to 2000° F. Pipe coverings, blocks and cement.

DURANT INSULATED PIPE . . . Pre-sealed, factory-fabricated units for underground pipe lines.

VALLEY FORGE PACKINGS . . . A complete line of quality packings for practically every purpose.

Write for details of the complete Ehret line. It includes practically every type of heat and cold insulation, and asbestos products.

EHRET MAGNESIA MANUFACTURING COMPANY

VALLEY FORGE • PENNSYLVANIA

"ASBESTOS"

FOUNDED IN JULY 1919 AND PUBLISHED
CONTINUOUSLY SINCE THAT DATE

A. S. ROSSITER, *EDITOR*

PUBLISHED MONTHLY BY SECRETARIAL SERVICE
16th FLOOR INQUIRER BUILDING
PHILADELPHIA, PENNSYLVANIA

C. J. STOVER, *Proprietor*

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Volume 24 OCTOBER 1942 Number 4

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SUBSCRIPTION PRICE

UNITED STATES	$2.00 PER YEAR
CANADA	3.00 " "
FOREIGN COUNTRIES	3.00 " "
SINGLE COPIES	.25 EACH

(Payable in U. S. Funds)

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ASBESTOS CEMENT SPEEDS WARTIME BUILDING

The use of more than 5,000,000 square feet of cement-asbestos board in the recent construction of temporary Federal Office Buildings in the Nation's Capital aided materially in setting new all-time speed building records.

No other material combined the ease of handling, speed of application, durability, uniformness, fireproofness and downright economy that was encompassed in the cement-asbestos siding used on all of the temporary buildings.

Congressional appropriation for the project was $25,000,000. First ground was broken on the 10th of

Temporary Office Buildings built by the U. S. Government to house the overflow caused by the many temporary war agencies. Efficient and economical—they help solve the problem of shortage of office space. Asbestos-cement products speed erection and give fire protection.

December, 1941, and the thirtieth and final temporary federal office building completed just slightly over six months thereafter.

The two-story buildings are somewhat stereotyped, with additional space gained by increased numbers of wings. Without exception the siding was provided by

cement-asbestos board made to government specifications and secured ensitu by countersunk screws. Where vertical joints occurred in the exterior facing, they were backed up with 12-inch-wide strips of asphalt-saturated asbestos felt tacked in place. Likewise, the butted joints of facing boards were bedded in special asbestos putty for additional security and safety after nailing.

The George Fuller Contracting Company set the speed record with their construction of "Temporary R" in a total of 45 days from start to finish. Temporary R has a ground area of 79,000 square feet and a completed floor area of 157,000 square feet.

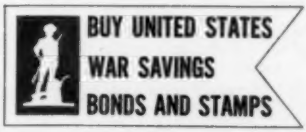
The largest building, Temporary T7, one of the two located outside the District of Columbia boundaries, has a ground area of 290,000 square feet and was built at a cost of approximately $3,000,000.

The other temporary building located outside the Capital proper was recently completed in Bethesda, Maryland, where the National Institute of Health is rapidly expanding under a war-pulsed tempo to occupy its entire space.

ADVERTISING

The Voice of Business

Because advertising, for centuries, has been successful in selling merchandise, there's a tendency to think this is advertising's sole function. Instead, let's realize that advertising is the voice of business and commerce. . . . It is the only means by which business can tell its story coherently and adequately. As such, advertising in wartime as well as in peacetime, is an essential part of the whole marketing process. *Arthur Hirose, Director of Market Research and Promotion for the McCall Corporation.*



THE USES OF ASBESTOS AND ASBESTOS PRODUCTS

(Continued from September 1942 "ASBESTOS" page 10)

USES OF ASBESTOS PAPER

- Air cell and other pipe coverings
- Boiler jackets
- Asbestos felt roofing
- Asbestos built-up roofing
- Asbestos protected metal roofing
- Gaskets, plain and metallic
- Wick in oil burning apparatus
- Tubes in electrical industry
- Wrapping of electrical wire
- Wrapping of hot air pipes
- Linings of
  - Stoves
  - Heaters
  - Filing cabinets
  - Cartridges
  - Soldiers' helmets
  - Carpets
  - Auto mufflers
  - Radiator covers
  - Drum controllers
  - Cookers
  - Electric appliances
  - Armored car roofs
  - Auto floorboards
- In enameling ovens to catch drip
- Insulation of ovens and dry kilns
- Diaphragm in electrolytic cell
- Tank covers
- Reinforcing aluminum foil for insulation
- Filtering
- In window glass machinery to guide hot sheets; to shield hot glass from flying fragments
- In welding and other processes for protection from heat
- In annealing (crumbled paper)
- In chemistry and physics in many various ways

(Continued on Page 6)

Carey HEAT INSULATIONS

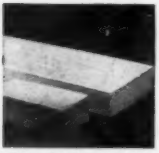
Careycel—For temperatures up to 300° F.

ASBESTOS · MAGNESIA

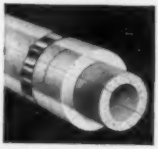
The CAREY Line includes high efficiency insulating materials of Asbestos and Magnesia for every known service condition—for temperatures ranging from

SUB-ZERO to 2500° F.

85% Magnesia—For High & Med. Pressure.



Hi-Temp Blocks—For Furnaces, Ovens, Kilns, etc.



Combination Hi-Temp—85% Magnesia.

Hair Felt Insulation For sub-zero.

In addition to the insulations shown, Carey makes other Asbestos Specialties — as Plastic and dry Refractory Cements, Asbestos Paper, Asbestos Millboard, Asbestos Packings, Asbestos Cements, Flat and Corrugated Sheathing, Careystone Asbestos-Cement Shingles and Siding, Asbestos Fibre.

Wholesalers and Applicators of Insulation Materials—write for details and prices.

CAREYDUCT—

the all-asbestos duct for conveying conditioned air. Combines duct and insulation. Fireproof, sound-deadening, permanent, economical, easily erected.

Cut-out view of CAREYDUCT—assembled sections showing staggered joint construction and taped outer jacket. Smooth appearance.

THE PHILIP CAREY MFG. COMPANY · Lockland, Cincinnati, Ohio
Dependable Products Since 1873
IN CANADA THE PHILIP CAREY COMPANY LTD. Office and Factory LENNOXVILLE P. Q.

Reinforced with cotton thread for
- Automobile tops
- Covering of rockwool blankets which must be sewed
- Wrapping of wires and cables
- Insulating exhausts on automobiles

Baking sheets
Table pads and mats

USES OF ASBESTOS MILLBOARD

Linings of
- Stoves and heaters
- Safes
- Garages
- Motion picture booths
- Electric switch boxes
- Dry cleaning machines
- Garbage incinerators
- Hoods of automobiles
- Bottoms of brooder stoves
- Ovens and dry kilns

As fireproof wallboard
Ceiling over boilers, smoke stacks, etc., for fire protection
Gaskets, plain and metallic
Paddles in glass mills
Washers in electrical apparatus
Tent shields and stove pipe rings
In metal clad doors (between outside metal and wood core)
Table pads and mats
Stove mats

USES OF ASBESTOS-CEMENT FLAT SHEETS AND WALLBOARD*

Interior sheathing (of factories, refrigerator rooms, etc.)
Partitions, movable and fixed
Exterior sheathing (half-timber effect)
Brick-type siding
Portable buildings
Roofs and sides of small buildings
Semi-portable motion picture booths
Fireproof layer on insulated board
Fire protection around engines
Lining of fireless cookers
Backing for dies (in moulding glass)

*Of many types.

(Continued on Page 8)

ASBESTOS

In a Multitude of Forms . . .

For more than three-quarters of a century, Johns-Manville has been manufacturing a large variety of asbestos products, contributing to greater comfort, protection from fire and the more efficient operation of industrial equipment.

Johns-Manville owns and operates Asbestos Mines in Arizona and Canada, thirteen factories located strategically across the continent, sales offices in all large cities and a large, scientifically equipped research laboratory in which J-M Engineers and Scientists are constantly developing new uses for this remarkable mineral, Asbestos.

Some of the better known J-M Asbestos products include: Packings, Insulations, Roofing and Siding, Transite Water Pipe and Electrical Conduit, Office Partitions, Decorative Wall Boards, Flooring and Friction Materials. In addition, Johns-Manville furnishes raw asbestos in a wide range of grades and fibre lengths.

For complete information on J-M Asbestos Products write to any J-M office or distributor.

Johns-Manville

EXECUTIVE OFFICES: NEW YORK

Branches in All Large Cities

(Uses of Asbesgtos-Cement Flat Sheets—Continued)

Brake shoes for elevators
Hoods over machines or vats (from which vapor rises)
Mounting of test instruments and gauges
Laboratory table tops
Switch boards
Cabinets and panel box work
Insulators between phases and on arc deflectors
Electric motor casings
Spark arresters
Miscellaneous uses in electrical apparatus
Lining for bleaching and other tanks and vats
Backgrounds and cut-outs for window displays
Blackout or bombproof board

USES OF ASBESTOS-CEMENT PIPES

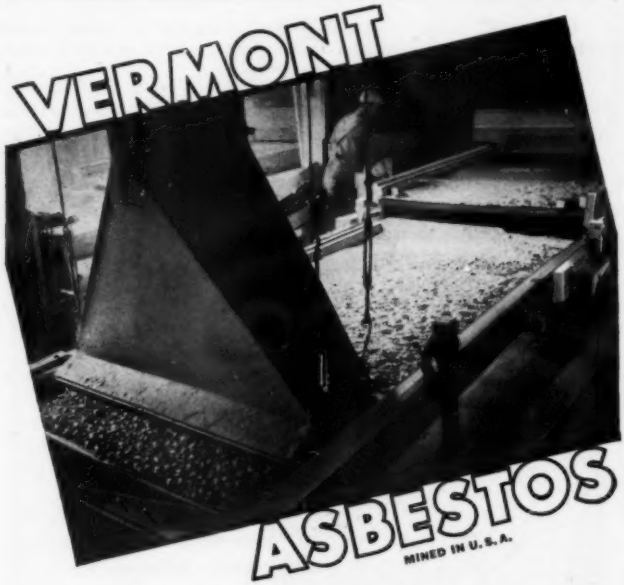
For carrying of water, sewage, gas and special liquids
As gas vent pipes
Conduits for electric light wires, etc.
Purlins, rafters, trusses, etc., for wartime buildings

USES OF ASBESTOS COMPOSITION MATERIAL

Insulation compounds
Heater cord insulation
Electric wire insulation
Lamp sockets, rheostat backings, switch parts, arc deflectors, resistance mountings and other electrical uses.
Underground insulation
Flooring
Phonograph records, buttons and other small objects made of plastic
Sealing of percussion caps in large cells

USES OF VARIOUS ASBESTOS PRODUCTS IN MOVIES

To localize fires in location
To protect nearby buildings when fires are set
For wall sections in sets to prevent reverberations
Firebox in fireplaces
Insulation of camera booths against sound
Blinders or ears for lights or sun arcs
Dressing winter scenes as snow
Dust on cobwebs, old wine kegs, etc.
Noise insulation
Insulation for maintaining even temperature



Clean, well fiberized asbestos particularly well suited for the manufacture of the better types of

BRAKE LINING • CLUTCH FACING • ROOFING PAINTS
SHINGLES • PLASTIC CEMENT • INSULATING CEMENT
MOLDED PLASTICS • ASBESTOS PAPER • MILLBOARD

Samples and Prices upon application

VERMONT ASBESTOS MINES
Division of The RUBEROID Co.
HYDE PARK, VERMONT
SALES OFFICE, 500 FIFTH AVENUE, NEW YORK CITY • MINE, EDEN, VT.

NEOPRENE AND ASBESTOS

(Reprinted from "The Neoprene Notebook," a house organ published by E. I. DuPont de Nemours Co., of Wilmington, Del.)

Asbestos Gloves are tough. They've got to be! For they are made to withstand extremely high temperatures as well as severe wear. Because asbestos has proved its ability to overcome such conditions, it is specified for a number of types of industrial gloves.

One user, however, recently encountered conditions that demanded more than an asbestos glove alone. A special asbestos mitten, developed to meet these conditions, today gives as much as six, eight and even twelve times more service than the type of reinforced mitten previously used.

Neoprene Coating on palm of asbestos gloves prolongs their life by preventing attack by the flux and by lessening the possibility of raveling

The mittens, the use of which is illustrated by the accompanying photograph, are worn by men who dip frames or "buckets" of bearings into pots of molten tin in a metal working plant. These frames are first dipped into a flux solution and then into the molten tin, thus cov-

Manufacturers of a complete line of asbestos products including:

ASBESTOS-CEMENT SHINGLES
ASBESTOS-CEMENT WALLBOARDS
ASBESTOS ELECTRICAL MATERIALS
ASBESTOS AND MAGNESIA PIPE AND BLOCK INSULATION
ASBESTOS PACKINGS
ASBESTOS CORRUGATED
ASBESTOS-CEMENT SIDING
ASBESTOS MARINE INSULATIONS
ASBESTOS-CEMENT PIPE
ASBESTOS PAPER & MILLBOARD
ASBESTOS TEXTILES
ASBESTOS LUMBER
ASBESTOS ACOUSTICAL MATERIAL

Today, all of these K&M products are playing an important role in the War Program; contributing in many different ways to its ultimate success. For the duration, the Nation will continue to have first call on all K&M plants and employees.

Nature made asbestos. Keasbey & Mattison has made it serve mankind . . . since 1873.

KEASBEY & MATTISON COMPANY, AMBLER, PENNA.

ering the bearings with a thin coat of tin. The work, of course, is extremely hot and in carrying the frames the men also subject the mittens to severe wear, particularly about the palm of the glove. In addition, the hot liquid flux used in this operation is apt to splash and saturate the gloves, causing them to deteriorate rapidly.

Tho heavily reinforced, ordinary asbestos mittens become soaked with flux after about ten or twelve hours of use. Since this flux contains some free acid which has a harmful effect on human skin, the gloves are no longer serviceable at the end of this period. Thus despite heavy reinforcement, asbestos gloves give but little more than one week's wear on this job. The cost of replacement is a fairly substantial item.

When confronted with this problem recently, a manufacturer of safety equipment decided to reinforce sample pairs of his first-line asbestos gloves by applying a coating of neoprene, a material he knew to be heat and acid resistant. This, he reasoned, would increase the resistance to the splashing of molten tin and reduce the absorption of flux by the glove to a more reasonable amount.

Areas exposed to the greatest wear, that is the palm and thumb, as well as a small portion of the back, were treated with a neoprene latex compound. Then the neoprene-impregnated asbestos gloves were put into service.

The first pair of neoprene-impregnated mittens had a life nearly four times as long as that of the uncoated mittens. Subsequent pairs produced on reorders to the mitten manufacturer lasted 75 hours, 88 hours and 136 hours. Not only did the neoprene coating offer protection against the splashing of hot flux and molten tin, but it also increased the resistance of the gloves to abrasion. The coating acted as a binder in the asbestos fabric and reduced raveling. While the neoprene-impregnated mittens cost 30 per cent more than the uncoated asbestos mittens—due to additional labor and curing costs involved in their manufacture—they provided from six to twelve times as much service.

PRIORITIES REGULATION No. 13

Priorities Regulation No. 13, issued last July to provide uniform rules to govern sales to war industries of frozen stocks of restricted materials has been amended under date of September 23 to exclude any material rationed at retail levels, to include intra-company transfers of material in specified circumstances, and to clear up certain ambiguities which have come to light during the course of operations in the field.

Specifically included within the scope of the regulation by this amendment are sales made in the course of the liquidation of a going business or the assets of such a business. Intra-company transfers are allowed under the same conditions as are sales of the given material.

As the list of "restricted materials" includes in "Part III—Miscellaneous," asbestos and asbestos textiles, this Amendment may be of interest to some of our readers. If so, copy can be obtained from the Office of War Information, Washington, D. C. Ask for Priorities Regulation 13 as Amended to September 23, 1942, and also for WPB Release No. 1898.

SUPPLEMENTAL L-41-b

In a supplement to Construction Conservation Order L-41-b (see page 28 of September "ASBESTOS") it is provided that the order will not apply to construction begun prior to January 1, 1943, which is necessary to the installation or application in buildings of certain materials and equipment.

These include *insulation materials, air cell pipe coverings,* weather-stripping and storm windows and doors. It is provided, however, that no rubber, cork or metal, other than fasteners, may be used in such installations or applications.

The supplement was issued on October 2, 1942.

BUY UNITED STATES WAR BONDS AND STAMPS

ASBESTOS IS FOUND:

The four largest asbestos producing countries are Canada, Russia, Southern Rhodesia (Africa) and the Union of South Africa. Next in importance are the United States, Cyprus, Italy and Finland.

In spite of the fact that asbestos is found in practically all countries, its occurrence in *satisfactory quality and economic quantity* is not common. Altho deposits are continually being reported, there are very few which upon examination are found to warrant the expense necessary for development. The following tabulation forms an index to the varieties of asbestos produced in the various countries or localities.

AFRICA:

Southern Rhodesia (chrysotile of excellent quality).

Swaziland (chrysotile of excellent quality).

Union of South Africa—Transvaal produces Amosite, Blue and Chrysotile. Cape Province produces the well-known Cape Blue exclusively and extensively. Other occurrences of asbestos (chrysotile) have been reported from Natal.

AUSTRIA:

Short fibered amphibole known as "micro-asbestos" used, in combination with concrete or asphalt, for road surfacing.

AUSTRALIA:

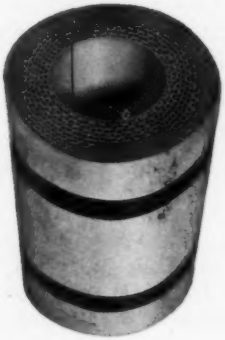
Chrysotile of various qualities and lengths is found in Western Australia, South Australia, Queensland and New South Wales. Blue asbestos is found in South Australia; the deposits of blue in Western Australia are being developed at the present time.

CANADA:

Chrysotile variety, found principally in the provinces of Quebec and Ontario. Asbestos Mines in Quebec are the best known in the world. Canadian quality and grading are considered as standard the world over.

For Medium Temperatures

the Trend Today Is



8 PLY 1" THICK

NORRISCELL INSULATION

Norristown Magnesia and Asbestos Co.

NORRISTOWN, PA.

CHINA:

Deposits of chrysotile worked to some extent in a number of provinces, the most important being in Chihli (Hopeh) Province and Manchuria.

CYPRUS:

Good quality of chrysotile; most of the production is of "shingle stock" grade or lower.

FINLAND:

Produces fair quantities of short anthophyllite.

INDIA:

Produces both amphibole and chrysotile to some extent. The chrysotile is of excellent quality and low iron content.

ITALY:

Chrysotile of fair grade and tremolite of excellent quality are produced. Mining and manufacture of asbestos on an industrial scale first began in Italy.

RUSSIA:

Very extensive deposits of good grade chrysotile are found in the Ural Mountains and have been extensively developed by the U. S. S. R., altho quite large production was recorded previously.

SOUTH AMERICA:

Deposits of chrysotile in Venezuela are the most important from a commercial standpoint. Other deposits, some chrysotile and some amphibole, are reported in Argentina, Brazil, Chile and Bolivia. Very long blue asbestos, not strong enough for spinning, is found in Bolivia. So far no commercial use has been found for it.

UNITED STATES:

ArizonaMines produce an excellent long fibre chrysotile, valuable for electrical work because of its freedom from iron.

California has deposits of short chrysotile, not being worked to any extent at present. Tremolite asbestos is also being produced in commercial quantities for Gooch Crucible use.

ASBESTOS

ASBESTOS CORPORATION LIMITED

THETFORD MINES

QUEBEC — CANADA

REPRESENTATIVES:

GREAT BRITAIN: ..... W. A. JANITCH,
6 Maresfield Gardens, London, N. W. 3

U. S. A.:

BALTIMORE, MD.: ..... WALLACE & GALE CO.,
115 South Gay St.

CLEVELAND, OHIO: ..... WORLD'S PRODUCTS TRADING CO.,
Rockefeller Bldg.

CHICAGO, ILL.: ..... ALBERT E. STARKIE CO.,
5461 W. Division St., Chicago, Ill.

NEW YORK, N. Y.: ..... WHITTAKER, CLARK & DANIELS, INC.
260 West Broadway

SAN FRANCISCO, CAL.: ... L. H. BUTCHER CO.,
15th and Vermont Sts.

CANADA:

MONTREAL, QUE.: ..... ATLAS ASBESTOS CO., LTD.
110 McGill St.

TORONTO, ONT.: ..... CANADIAN ASBESTOS ONTARIO LTD.
14 Front St.

Georgia has been the most consistent producer of amphibole (anthophyllite) asbestos of any of the states. Large deposits are found in Sall Mountain (near Gainesville) and at Hollywood.

Maryland has a deposit of anthophyllite and tremolite, from which filter fibres are made.

Vermont produces good grades of chrysotile ranging from shingle stocks to shorts.

Wyoming, Montana and New York have deposits of good chrysotile asbestos also, but these have not been worked.

Deposits of amphibole (principally anthophyllite) which are being worked to some small extent are found in North Carolina, Idaho, Wyoming, Montana, Oregon and Alaska.

Deposits have also been reported in Maine, New York, Pennsylvania, Virginia, Texas, Michigan, Connecticut, South Carolina, South Dakota, Wisconsin.

OTHER COUNTRIES:

Occurrences of asbestos of various types, principally chrysotile or anthophyllite, have been reported from time to time from Albania, Algeria, Bulgaria, Chosen (Korea), Czechoslovakia, Corsica, Cuba, France, Germany, Ireland, Japan, Mexico, Madagascar, Newfoundland, New Zealand, Philippine Islands, Portugal, Spain, Switzerland, Spitzbergen, Syria, Turkey and Turkish Armenia.

Editor's Note: The information given in this article has been carefully checked by asbestos executives informed as to locations of asbestos deposits. The article will be included in the book of asbestos facts and uses which we plan to publish shortly.

RUBBER CEMENT
SPECIAL FORMULA RUBBER CEMENT
FOR INDUSTRIAL USE
UNLIMITED AMOUNTS FOR WAR ORDERS
LIMITED AMOUNTS FOR NON-WAR ORDERS
RUBBER AND ASBESTOS CORP.
25 CORNELISON AVE. • JERSEY CITY, N. J.

JOHNSON'S COMPANY

ESTABLISHED IN 1875

Head Office

Thetford Mines, P. Q., Canada

Mines

Thetford Mines, Quebec
Black Lake, Quebec

Producers of All Grades of

RAW ASBESTOS

AGENTS

GREAT BRITAIN	A. A. BRAZIER & CO. 203 Winchmore Hill Road. London, N. 21, England
CHICAGO, ILL.	GRANT WILSON, INC. 4101 West Taylor Street
NEW YORK, N. Y.	CONNELL ASBESTOS MFG. CO. 165 Clymer Street Brooklyn, N. Y.
SAN FRANCISCO, CALIF.	LIPPINCOTT CO., INC. 461 Market Street

TRAMP STEAMER-T

But they are bringing into this country large tonnage RA

There she rolls . . . down to her Plimsoll mark in stormy water . . . battered, rusty but reliable — one of many unsung heroes that keep freedom afloat. In her hatches is precious cargo—raw Asbestos—the stuff on which National Defense and industry depend. From Australia, Canada, Cyprus and Bolivia . . . from India, Russia, Rhodesia and South Africa —they beat their patient way . . . one eye on the enemy, the

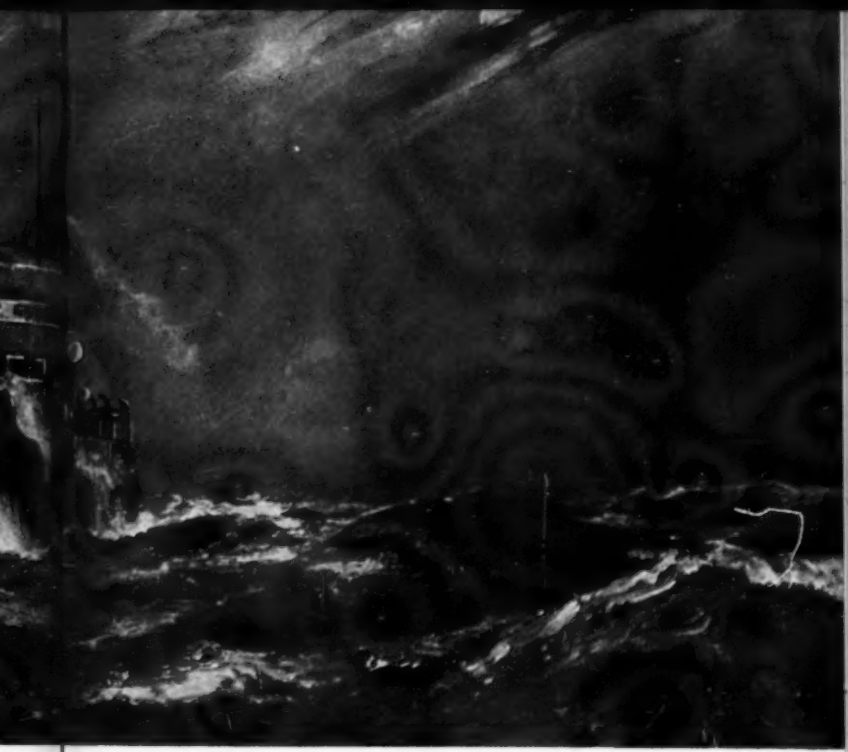
TRADE MARK REG.

ASBESTOS HIT

8 WEST 40th STREET, NEW YORK, N. Y. . . . 27 SIMMONDS ST., JOHESB

EVERY TYPE OF RAW ASBESTOS CARRIED IN STOCK: ARIZONA • AUSTRALIAN • BOLIVIAN • CAN CHINES

Manufacturers of *Asbestos Cement Board and Cyprus Asbestos Siding* . . . Creators and re m



ER-THEY CALL 'EM!

nage RAW ASBESTOS for National Defense and Industry

other on the stars. Nothing deters them—no one applauds them. They do their vital job—and the Asbestos arrives. Asbestos in all its variety—for each industrial and defense need demands a special asbestos suited to the job.

★ ★ ★ ★ ★

Have you any questions about raw Asbestos? We shall be pleased to answer them promptly.

TRADE MARKED

TOS LITED INC.

ST., JOHESBURG, SOUTH AFRICA . . . WORKS: MILLINGTON, NEW JERSEY

AN • CAN CHINESE • CYPRUS • INDIAN • RHODESIAN • RUSSIAN • SOUTH AFRICAN BLUE AND YELLOW

eators and e manufacturers of *New Era Insulation*, lightest rigid insulation for all temperatures

Rhodesian

SHABANI MINE — SHABANIE
GATH'S MINE — MASHABA

African

HAVELOCK MINE — SWAZILAND

Canadian

BELL MINE — THETFORD MINES, P. Q.

ASBESTOS

Raw Asbestos Distributors Limited

Spotland

ROCHDALE, Lancs., England.

IF THE PROSPECT ISN'T IN --

A Lesson in Selling

By John T. Bartlett

"Lanning is out of town." Sounds like a goose-egg call, doesn't it? But to a real go-getting salesman, it is not. Mr. Lanning has employees. So the salesman isn't in a rush to leave.

He enters into conversation. It has a casual air. But there is a method in the salesman's questions. Adroitly he manipulates the conversation to ascertain helpful facts about the prospect.

How is business going? He wants to know that. It is always easier to sell the prosperous man than the chap who is having hard-going. Of what competitors of the salesman is Mr. Lanning buying at present? Is he satisfied with the product and service delivered?

"What is the best time in the week—and the day—to call on him? What type of man is he—genial, or brusque?

Of course, the salesman doesn't put the sort of direct questions which would arouse the suspicion of employees. He is tactful. For he knows from long experience that, when the boss is away, employees are often very talkative.

If he does a good job of "casing," he may leave the Lanning store with a perfect foundation assured for the call which will land the order. How easy it is, on the basis of exact information, to plan a really clever sales approach and canvass.

There are salesmen, who, occasionally, deliberately call at a prospect's place of business when he is away, so as to get necessary information preliminary to a successful call. They find simple ways to determine if the prospect is out. The telephone, for example, lends itself to such devices.

Modern salesmen practice better technique than simply leaving a business card. Often it is a distinct advantage to let the prospect know that he was called on. And some

business men never bother to look at business cards deposited on their desk. So a special message, written on a memo slip, is good psychology. The salesman can express regret at finding the business man away, can make some constructive reference to his line. Some companies supply their salesmen with card forms which it is very easy to fill out and leave.

The wide-awake salesman doesn't have any goose-egg calls. Even when the prospect is away, he adopts professional technique to make the best of the situation. Naturally, he endeavors to secure such information as will enable him, making another call, to be fairly certain that the prospect is in.

THE CHAMBER OF COMMERCE APPOINTS A GENERAL MANAGER

Ralph Bradford has been appointed general manager of the Chamber of Commerce of the United States. Mr. Bradford has been secretary of the Chamber since 1939, and was named to the newly created office by the Chamber's board of directors as a step in the general reorganization of the Chamber's machinery of operation now under way.

Mr. Bradford holds the opinion that chambers of commerce and trade associations, as vehicles of the collective business and civic enterprise of American communities and lines of trade, must adjust themselves constantly to changing conditions and that, while they have continuing functions of great value, one important test of their permanence and utility lies in their ability to cope with special and extraordinary conditions.

The new streamlined organization puts major activities under twelve main groupings, all under the direction of Mr. Bradford. Service for trade associations is one of these groupings, research and legal another; war information service another—in fact, "service" is the main theme of the future work of the Chamber.

THEY SAY!

Asbestos-Cement pipe is often used in an oil field for gathering salt water for disposal. The salt water will not corrode nor have any other deleterious effect on asbestos-cement pipe.

—:—

Over 2,000,000 lbs of steel have been conserved on an air conditioning job by the use of an all-asbestos insulated duct.

—:—

A flame-proof fluorescent lighting fixture of molded asbestos, under the trade name of "Asbestolite", has recently been approved by the Underwriters' Laboratories. This lighting fixture is a substitute for steel fixtures—it is designed for use in industrial war plants where complete fire resistance is required.

—:—

Corrugated asbestos-cement sheets are used very largely for roofing and walls in the construction of port facilities, airdromes and other accommodation needed for U. S. armed forces overseas.

—:—

The main water pipe in West Hartford's (Conn.) new enclosed athletic field is of asbestos-cement.

—:—

At the present time about 90% of the Allied supply of asbestos is being produced in Canada, most of it going to the United States, but a substantial quantity also being shipped to the United Kingdom.

—:—

Over 90% of U. S. Imports of asbestos (raw material) come from Canada.

—:—

Lean liberty is better than fat slavery.

MARKET CONDITIONS

GENERAL BUSINESS

This month we quote from the September 15th Business Bulletin of the Cleveland Trust Company. It states:

"In the past ten months we have been progressively realizing that this war really is a world war, and that it is a total war which affects the thinking, the acting, and the manner of life of everyone, everywhere. All business activities are changed by it. In many industries the change is complete, and the manufacturing companies are not only producing goods about which they had no knowledge just a few months ago, but they have so completely converted their plants that they no longer have the facilities and equipment to produce the articles they used to manufacture.

"Conversion to war work is not confined to manufacturing industry. It is progressively continuing thruout almost all forms of business activity, altho it is not always recognized for what it really is. Transportation, banking, construction, agriculture, engineering, medicine and higher education are rapidly becoming subsidiary agencies of our national war effort... War has already become our chief business, and the degree of its preponderance will continue to increase as long as this struggle lasts."

Another side of the general business situation is brought out by an article in a recent issue of Domestic Commerce, which discusses small town business. One paragraph reads: "Small town business has had to tighten its belt in some lines, but, by and large, it continues to prosper. The level of failures has been extremely low, and the few liquidations which have been necessary have imposed abnormally small losses upon creditors."

ASBESTOS - RAW MATERIAL

Despite some sinkings of asbestos from Africa and Russia, which have increased the freight and insurance rates, substantial tonnages from all sources are reaching these shores.

For Use With

Asbestos Board
Mill Board
Transite and
Similar Materials

IN FABRICATING

NON-METALLIC DUCTS

ATLAS ADHESIVE #1770

(Manufacturers of Adhesives #16 - #75, #20 and #1203 for Fastening All Types of Insulation)

ATLAS SUPPLY CO.

4520 HIGH ST.
Manayunk, Phila., Pa.

Canadian Mines are operating at maximum production with unusual demand for all grades of fibre, even including Shorts.

No source of supply of long grades of fibre will undertake any orders from new buyers and will only supply those consumers who have been their regular customers. This condition, no doubt, will prevail for the duration of the war.

ASBESTOS— MANUFACTURED GOODS

Textiles. Demand for asbestos textiles is continually increasing. This is particularly true of the finer cloths and tapes. One or two woolen manufacturers have turned their attention to asbestos spinning and weaving, but without entirely new machines it is difficult, if not almost impossible to utilize woolen or cotton textile plants for the manufacture of asbestos textiles. Asbestos textile manufacture requires much heavier equipment. Prices are very firm.

Brake Lining. Friction material sales decreased for August from the same month last year, but showed a slight increase over those of July, 1942. Export sales, contrary to expectations, increased over both periods under review.

Paper. Heavy demand is reported in this market. The production is going mostly into the manufacturing of insulation using asbestos paper as its base, and of roofing.

Millboard. A slight tapering off of demand is noticed in the Millboard market by some manufacturers.

Low Pressure Covering. Fairly heavy demand exists in this market, the production being used in cantonment work and other war building. Prohibition of the use of the high pressure types of insulation for certain work where low pressure insulation can be used has naturally increased the demand for the latter.

High Pressure Insulation. With the war demand continuing apace, all plants are running night and day. While there are occasional lulls due to work not being ready for insulation, so long as war goes on we shall see a large production of insulation.

Asbestos-Cement Products. There is little change to report in the market situation on asbestos-cement products. Despite severe restrictions on new construction work, other than direct Government projects, there continues to be a substantial demand for asbestos sidings for renovation and repair in defense areas. Fortunately, asbestos sidings are particularly adaptable as a substitute for lumber in line with WPB's bulletin No. 1930 urging the substitution of clay and cement products for construction lumber.

Asbestos-cement wallboard is equally adaptable for this purpose and is being more and more widely used for exterior as well as interior finish.

The demand for corrugated asbestos-cement sheets for munitions plants, shipyards and war industries of all types, continues well above the industry production capacity resulting in a substantial backlog of unfilled orders for these products.

The above comments are made by men closely in touch with the respective markets. Comments from any of our readers are always welcome.

CONTRACTORS AND DISTRIBUTORS PAGE

Forecast-Building Industry

Any one connected with the building industry will enjoy reading the eleven-page pamphlet recently issued by the Research Department of Building Supply News and Practical Builder (at 59 E. Van Buren St., Chicago, Ill.) under the title, "What's Going to Happen to the Building Industry?"

The pamphlet is a forecast of building activity for the next several years, including an after-the-war period.

"Expect sharp drop in war building after the first of the year," warns the first page, which points out that by January most of the factories and cantonments for the war will be finished, but that the war workers' housing program will continue for some time longer and that over 600,000 new dwelling units are on the program for 1943.

"L-41 will permit as much building as there is material"—this paragraph states that the potentialities of L-41 are very great and that L-41 does not restrict as much as is generally believed.

"The longer war lasts, the more building will suffer," but in the same paragraph we are told that the post-war building market looms as the largest which this country has ever seen. "The Building industry did not have to convert anything to get into the war, and it will not have to convert to get back to peace. It will be the building industry that will pull this country thru the conversion period. It will be nine months after the last airplane engine rolls off the Buick assembly line before the first automobile comes thru, and that will be a 1942 model. That problem the building industry does not have. So for nine months at least after the war the building industry will have virtually a clear field in the fight for the consumer dollar."

The last five pages of the pamphlet are devoted to a discussion of the pre-fabricated house and mass production building, and comparisons in those fields. The facts stated, which have been carefully worked out will surprise most of us.

There is not space to quote from these various high points of the pamphlet, but we believe copies can be obtained by writing to the address above given.

Building

New construction projects continued in very large volume thru August, according to F. W. Dodge Corporation. Total building and engineering contracts awarded during August in

the 37 eastern states amounted to $721,028,000. This was the fourth largest monthly total on record, having been exceeded only in August of last year and June and July of this year. The decrease from August, 1941, was 5 per cent; from July, 1942, 24 per cent.

As compared with August of last year, non-residential building contracts in August increased 42 per cent in dollar volume; residential building declined 57 per cent; public works and utilities (heavy engineering projects) declined 12 per cent. As compared with July of this year, privately financed residential building contracts showed in August an increase of nearly 12 per cent, whereas publicly financed residential building decreased 38 per cent.

Symptomatic of the nearly complete conversion of construction activity to war purposes is the cumulative contract record for the first eight months of 1942. Contracts for public-ownership projects awarded from January 1 thru August 31 of this year in the 37 eastern states have amounted to $4,519,428,000, an increase of 112 per cent over the corresponding period of 1941; contracts for private-ownership projects in the first eight months of this year amounted to $869,121,000, a decrease of 51 per cent as compared with the first eight months of last year.

A GIFT FOR YOUR PLANT ENGINEER FRIENDS

A purchaser of a set of the Twelve Estimating Tables, after looking them over, asked us to send him five additional sets, as he wanted to give them to some of his plant engineer friends believing that they, too, would find them convenient.

This seemed to be such a good idea that we decided to pass it along to all our readers.

The Tables cost $1.00 per set, and are a quick, easy and accurate method of figuring areas of pipe covering, flange areas, hair felt, anti-frost insulation, etc. (See July, 1942, "ASBESTOS," page 30, for the complete list.)

TEST

. . . the added sales volume awaiting you among the nation's roofing and siding contractors. Write to . . .

AMERICAN ROOFER and SIDING CONTRACTOR
425 Fourth Avenue, New York City

TERSE ASBESTOS FACTS

¶ Asbestos in itself does not have low heat conductivity. Its extensive use for heat insulation is because of its fireproof qualities; the porous structure or aircell content of asbestos insulation materials accounts for their insulation value.

¶ Italy is called the cradle of the Asbestos Industry because the mining of asbestos and the manufacture of its products began on an industrial scale in that country.

¶ Asbestos was found in the Ural District (Russia) between 1710 and 1720.

¶ Asbestos was discovered in Vermont in 1824, but production was first recorded in 1908.

¶ A patent on engine packing using asbestos was granted as early as 1857 to Richard Lloyd, of England.

¶ Insulation containing asbestos was first used in 1866; it was made of asbestos fibre and silicate of soda and was in sectional form.

¶ Great Britain's asbestos manufacturing industry began in 1871 in a factory founded by the Patent Asbestos Manufacture Limited, of Glasgow, Scotland.

¶ The first known attempt to make asbestos paper was in 1765; it was first made in the United States about 1878.

¶ Cape Asbestos Company were the original spinners of crocidolite or blue asbestos—as early as 1895.

¶ Ludwig Hatschek, an Austrian, invented asbestos-cement shingles in 1900; they were introduced into the United States in 1905 by the Keasbey & Mattison Company.

¶ Asbestos-cement pipe was first used for carrying corrosive salt water for street cleaning and fire-fighting in an Italian seacoast town.

¶ Patents on asbestos-cement pipe were granted in Italy in 1913; the manufacture of such pipe began by Eternit Pietra Artificiale in Genoa, Italy, in 1915; it was introduced into the United States by Johns-Manville in 1929 and the first shipment made by J-M in 1930.

¶ Arizona asbestos is important for electrical insulation because of its low iron content.
¶ Crocidolite and Amosite asbestos are highly acid resistant, making them valuable for use in chemical plants.
¶ Amosite asbestos was first spun in England in 1924 by the Cape Asbestos Company.
¶ Asbestos was first used in brake lining in 1906.
¶ A capital investment of $22,000,000 is represented in the asbestos mining and milling industry in Canada.
¶ The United States is the largest consumer of asbestos in the world.

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The Department of Agriculture estimates that U. S. 1942 wheat production will total 981,793,000 bushels, 4% over 1941; corn, 3,015,915,000 bushels, or 13% over 1941.

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"Standard" hospital layouts have been designed by the Navy's Bureau of Medicine and Surgery, in co-operation with the Bureau of Yards and Docks, for emergency needs of U. S. Naval Forces overeas.

These plans call for asbestos-cement clapboards for exterior surfacing and ¼ inch asbestos-cement board for wall surfacing in operating rooms.

The August, 1942, issue of Architectural Record (published at 119 W. 40th St., New York City) gives detailed information as well as plans of the hospitals.

A MESSAGE TO EVERY DRIVER

You can save rubber and help win the war if you will:

1. Drive only when absolutely necessary.
2. Keep under 35 miles an hour.
3. Keep your tires properly inflated.
4. Have them inspected regularly.
5. Share your car with others.

William M. Jeffers, Rubber Director.

NEWS OF THE INDUSTRY

BIRTHDAYS

A. K. Burgstresser, President, Norristown Magnesia & Asbestos Co., Norristown, Pa., October 26.

L. R. Hoff, President, Johns-Manville Sales Corporation, New York City, October 27.

A. L. Wade, President, Asbestos Insulations, Reg'd., Montreal, P. Q., Canada, October 28.

Geo. L. Abbott, President and General Manager, Garlock Packing Co., Palmyra, N. Y., October 31.

F. E. Byrnes, Assistant to Vice President, The Ruberoid Co., New York City, N. Y., October 31.

Ernest S. Sprinkmann, President, Sprinkmann Sons Corp., Milwaukee, Wis., November 3.

Charles W. Hanslip, Owner, Standco Brake Lining Co., Houston, Texas, November 8.

G. M. Righter, Manager, Manhattan Rubber Mfg. Division, New York City, November 10.

J. A. Marcotte, General Sales Manager, Asbestos Corporation Limited, Thetford Mines, P. Q., Canada, November 22.

F. R. Anderson, Vice President, Sall Mountain Company, Chicago, Ill., November 24.

Alvin C. McCord, President, McCord Mfg. Co., Wyandotte, Mich., November 24.

John J. Krez, President, Paul J. Krez Co., Chicago, Ill., November 26.

S. J. Gillis, Waterfront Manager, Plant Rubber & Asbestos Works, November 26.

Alfred E. Hermes, Secretary-Treasurer, Acme Asbestos Covering & Flooring Co., Chicago, Ill., November 27.

Frank N. Grossman, Secretary, Arnold Insulations, Inc., Chicago, Ill., November 28.

E. T. Connell, President, Connell Asbestos Co., Brooklyn, N. Y., November 29.

S. P. Moffit, Vice President and Director, The Ruberoid Co., New York City, November 29.

R. E. Kramig, Senior Partner, R. E. Kramig & Co., Cincinnati, Ohio, November 29.

K. H. Behre, Sales Manager, Vermont Asbestos Mines, New York City, N. Y., December 5.

Victor Mauck, President, Nicolet Asbestos Mines, Norristown, Pa., December 6.

Kenneth MacLellan, Managing Director, George MacLellan & Co., Ltd., Glasgow, Scotland, December 8.

Joseph Poulin, President and General Manager, Asbestonos Corporation, Ltd., St. Lambert, Montreal, P. Q., Canada, December 15.

L. J. Silverman, Executive Vice President and Treasurer, Union Asbestos & Rubber Co., Chicago, Ill., December 16.

To all these gentlemen we extend congratulations and best wishes on the occasion of their birthdays.

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COL. BRADLEY DEWEY-

Appointed Deputy Rubber Director

Col. Bradley Dewey, of Cambridge, Mass., has been appointed Deputy Rubber Director of the War Production Board, according to announcement by Rubber Director, William M. Jeffers.

Colonel Dewey is associated with Dewey & Almy Chemical Company, one of the pioneers in synthetic rubber research in the United States. It was the second company in this country to use rubber latex on a commercial scale and one of the first to substitute synthetic rubber for the natural product. In 1938 Colonel Dewey visited many of the leading European rubber factories and laboratories and returned to the United States to start intensive research in Buna S rubber. Materials to erect a synethetic rubber plant with its own funds were granted the company in December, 1941, and the plant went into operation in August, 1942.

Holder of the Distinguished Service Medal for his work as chief of the Gas Defense Division of the Chemical Warfare Service in World War I, Colonel Dewey has served as a CWS consultant since. He also is a consultant on rubber problems to the Army Quartermaster Corps, and is a life member of the Corporation of Massachusetts Institute of Technology and a member of many scientific societies.

Colonel Dewey will be remembered by Asbestos executives as one-time President (in 1933) of the Brake Lining Manufacturers Association, and as having been connected with the Multibestos Company, which company is not now in existence, but was some years ago a large manufacturer of asbestos brake lining.

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THERMAL INSULATING MATERIALS FOR INDUSTRIAL EQUIPMENT is the title of a rather technical article in the September, 1942, issue of Product Engineering. The author is S. V. Saginor, of the Davey Compressor Company, who discusses numerous factors that should be considered when selecting,specifying and installing materials for industrial equipment which depend upon the control of temperature over narrow ranges for efficient operation. Product Engineering is published by McGraw-Hill, at 330 W. 42d Street, New York City.

• BLUE ASBESTOS

The Cape Asbestos Company, Ltd., is the world's largest supplier of acid-resistant blue crocidolite asbestos, and the only manufacturer operating its own mines. Inquiries solicited on:

MILLBOARD **YARNS**
ROVINGS **POWDER** **CLOTHS**
PROCESSED FIBRES
Unexcelled for use in
ASBESTOS CEMENT PIPES

• AMOSITE ASBESTOS

This fibre owing to its great length and bulk is unrivalled for use as an insulating medium in:

Asbestos mattress filler
85% Magnesia Insulation

The CAPE ASBESTOS CO. Limited
Morley House, 28-30 Holborn Viaduct, London, E.C.1.
FACTORY, BARKING, ESSEX

United States Sales Agent:
ARNOLD W. KOEHLER
415 LEXINGTON AVE. **NEW YORK CITY**
TELEPHONE—VANDERBILT 6-1477

THE CELOTEX COMPANY MOVES

The Celotex Corporation recently opened its new general offices in the 120 South LaSalle Building, Chicago. Approximately 265 officers, executives and employees were transferred from the Palmolive Building, where the company's general offices had been located since June, 1929.

Celotex is the world's largest manufacturer of structural insulation products. It also manufactures and distributes sound control products, roofing and gypsum products and other building materials. Its plants are located at Marrero, La.; Metuchen, N. J.; Port Clinton, Ohio; Marietta, Ohio, and Lagro, Ind.

Celotex has been headed by Bror Dahlberg since its founding in 1921. In addition to being president of Celotex, he is chairman of the Board of Directors of Certain-teed Products Corporation, which recently moved its general offices from New York to the 120 South LaSalle Building.

Other Celotex officers are: Vice President—Carl G. Muench, O. S. Mansell, H. W. Collins and M. F. Parsons; secretary-treasurer, Charles G. Rhodes.

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EDWARD H. YOUNGLOVE DIES SUDDENLY

Edward Haight Younglove, staff manager of Johns-Manville's Steel Industry Department, died suddenly in Chicago, Ill., on August 30th as he was returning from a vacation in Canada. He was 63 years old and had been associated with Johns-Manville for 46 years.

Mr. Younglove was born in Waterford, N. Y., but spent most of his life in Chicago. He joined the J-M organization in that city in 1896 and rose thru the ranks to the managerial post which he had held for the past several years. He was widely known in the industry and had made several contributions to the technology of steel production.

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H. EDWARD MANVILLE, JR., a member of Johns-Manville's Board of Directors, is now a private in the U. S. Army. He is the only son of H. Edward Manville, who served Johns-Manville for fifty years and retired in 1939 from the chairmanship of the board.

HYDRATED LIME FOR THERMAL INSULATION, appearing in Rock Products (September issue) may interest some of our readers, even tho it does not mention asbestos. The authors are F. C. Mathers, Professor, Chemistry Department, Indiana University, and Henry S. Wilson, Associate Professor of Chemistry, Louisville Municipal College, Louisville, Ky. Address of the publishers is 309 W. Jackson Blvd., Chicago, Ill.

THE ASBESTOS FACTBOOK

The List of Uses of Asbestos and Asbestos Products (the latter half of which will be found on pages 4, 6 and 8 of this issue, will be ready for distribution about the first of December, perhaps earlier.

With it will be included other facts concerning asbestos so that the whole will form a small pamphlet which will be very helpful to have around and pass on to employees, customers and friends who do not know much about the mysterious non-metallic mineral.

The article beginnning on page 14 of this issue "Asbestos is Found" will be in the booklet, and also the "Terse Asbestos Facts" given in our September number and continued on page 31 of this issue. Other information will be included.

We have decided to call the booklet "THE ASBESTOS FACTBOOK". It costs 10c apiece, either singly or in quantity. Send in your order promptly as the edition will be limited.

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BRAKE LINERS is the title of an article which appeared in the Timken Axle News (Vol. 10, No. 5, 1942). The author, whose name is not given, contends that there is no such animal as the perfect brake liner and tells why. The article is fully illustrated by photographs showing the making of molded brake lining from the raw materials to the testing of the finished lining.

"PICTORIAL POINTERS ON ASBESTOS SIDING" — see the September number of United Roofer (168 E. 89th St., New York City).

GASKET MATERIAL IS SCARCE—USE IT WISELY is a practical article by a practical engineer, which appeared in Diesel Power & Transporation, September issue, published in New York City.

THE MANHATTAN RUBBER MFG. DIVISION (of Raybestos-Manhattan, Inc.) has been awarded the first Treasury Department "T" given to a large factory in the Passaic, N. J., industrial area. Within one week to the day, employees had pledged more than 10% of their pay for the purchase of War Savings Bonds; the percentage is expected to go higher when final returns are compiled.

Manhattan's auxiliary plant in Whippany, N. J., also achieved 10% and was the first plant in Morris County to reach that goal.

THE PACIFIC COAST ASBESTOS ASSOCIATION is holding its annual meeting on October 16th and 17th at the Palace Hotel, San Francisco. The meeting promises to be a very interesting one.

P. B. HOFFMAN, General Sales Manager of the American Brakeblok Division of the American Brake Shoe and Foundry Co., Detroit, Mich., entered the U. S. Navy on October 1st.

Mr. Hoffman had been with the American Brakeblok Division for nine years almost to the day; he has been connected with no other company in either the asbestos or automotive line.

SPECIFICATION AND TESTING INDUSTRY COMMITTEE. The WPB Division of Industry Advisory Committees has announced the formation of the above-mentioned committee. Fred W. Gardner, chief, cork-asbestos branch, is the government presiding officer. Members of the committee are E. S. Crosby, Johns-Manville International Corporation, New York, N. Y.; A. M. Ehret, Jr., Ehret Magnesia Manufacturing Co., Inc., Valley Forge, Pa.; Ernest Muehleck, Keasbey & Mattison Co., Ambler, Pa.; J. F. D. Rohrbach, Raybestos-Manhattan, Inc., Passaic, N. J.; L. J. Silverman, Union Asbestos & Rubber Co., Chicago, Ill.

PATENTS

This information obtained from the Official Patent Gazette, published weekly by the U. S. Patent Office, Washington, D. C.

Copies of patents can be obtained by sending 10c (in coin) to The Commissioner of Patents, Washington, D. C., giving the patent number. date it was issued, name of patentee and name of invention.

Machine for Calendering Asbestos-Cement Pipes. No. 2,294,277. Granted on August 25, 1942, to John Arthur Cann, Bickley, England, assignor to Turner & Newall, Limited, Spotland, Rochdale, England. Application May 23, 1941. Serial No. 394,908. In Great Britain May 27, 1940.

In a three-roller calendering machine for calendering fibrous cement material formed upon a mandrel with the mandrel ends exposed and having two lower calendering rollers mounted on stationary axes, the combination with a vertically movable top calendering roller, of mandrel-supporting means movable up and down with the top calendering roller to lower the coated mandrel upon the lower calendering rollers as the top calendering roller is lowered to engage the coated mandrel and to raise the coated mandrel from the lower calendering rollers as the top calendering roller is raised to disengage the coated mandrel, said mandrel-supporting means supporting the mandrel at the uncoated exposed ends thereof.

Sound Absorbing Material. No. 2,295,155. Granted on September 8, 1942, to George B. Brown, Martinsville, and Osborn Ayers, Plainfield, N. J., assignors to Johns-Manville Corporation, New York. Original application July 14, 1939. Serial No. 284,390. Divided and this application November 12, 1941. Serial No. 418,720.

A method of making a monolithic sound absorbing unit comprising dry mixing ground sponge, asbestos fibre, and cement, depositing the mixture in a uniform thickness layer, wetting the deposited mixture to hydrate the cement, slightly pressing the layer and air curing the cement while maintaining pressure on the layer until the layer assumes a pre-determined thickness.

THIS and THAT

Asbestos Suits receive a lot of publicity in a recent article appearing in "Life" (September 14th issue) "Navy Fire Fighters." Asbestos Suits are not only mentioned, but pictured in the article.

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The A. S. H. V. E. has recently issued a small pamphlet entitled "War on Fuel Waste — How to Do It," which gives 10 ways to save fuel. It can be obtained by addressing the American Society of Heating & Ventilating Engineers, at 51 Madison Ave., New York City, and sending a self-addressed return envelope or five cents in stamps. If quantities are wanted, the charge is $8.00 per 1000.

—:—

If your company has a house organ or plant publication, write the Office of War Inforamtion at Washington for a copy of its "Victory News Letter," or ask to be placed on the list to receive it regularly.

The "Victory News Letter" consists of a number of articles, under 300 words in length, dealing with phases of the war of special interest to employees; a number of bright shorts and fillers and articles of interest to women workers and wives; photographs available free of charge to employee publications.

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"Suggestion Systems; Putting Employees' Ideas to Work" has recently been published by the Metropolitan Life Insurance Co. (Policyholders Service Bureau), 1 Madison Ave., New York City, and is available to executives who address the Bureau on their business stationery.

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The B. F. Goodrich Company, of Akron, has recently published a new booklet, "Rubber Conservation for Users of Industrial Rubber Belting." Interesting examples of savings already made and valuable rubber conserved are given. The booklet is available upon request to the B. F. Goodrich Company.

CURRENT RANGE OF PRICE

As of October 10, 1942

Canadian—	Per Ton (2000 lbs.) f.o.b. Mine (In U. S. Funds)
Group No. 1 (Crude No. 1)	$650.00 to $750.00
Group No. 2 (Crude No. 2; Crude Run-of-Mine and Sundry)	165.00 to 385.00
Group No. 3 (Spinning or Textile Fibre)	124.00 to 233.50
Group No. 4 (Shingle Fibre)	62.50 to 82.50
Group No. 5 (Paper Fibre)	44.00 to 49.50
Group No. 6 (Waste, Stucco or Plaster)	33.00 to 34.00
Group No. 7 (Refuse or Shorts)	14.50 to 29.50

Vermont—	Per Ton (2000 lbs.) f.o.b. Hyde Park, Vt.
Shingle Fibres	$62.50 to $65.50
Paper Stock Fibres	44.00 to 54.00
Waste	33.00
Shorts	14.50 to 28.50
Floats	19.50

Note: Crude Run-of-Mine (Canadian) refers to a crude asbestos produced in certain mines where Crude Fibre is not graded into regular No. 1 and 2 Crude. Crude Sundry refers to certain odd lots of off grade material which do not conform to the regular standards of No. 1 Crude or No. 2 Crude.

ASBESTOS STOCK QUOTATIONS

(These figures are compiled from the Commercial and Financial Chronicle. No guarantee made as to their correctness.)

		September 1942		
	Par	Low	High	Last
Armstrong Cork Co. (Com.)	np	25¾	29¼	28¼
Asbestos Corp. (Com.)	np	17½	19	19
Celotex (Com.)	np	6⅛	6¾	6½
Celotex (Pfd.)	100	66¾	70⅛	70
Certainteed (Com.)	1	1¾	2⅜	2⅜
Certainteed (Pfd.)	100	24½	28⅜	28
Flintkote (Com.)	np	10⅝	11¼	10¾
Flintkote (Pfd.)	100	90	100¾	97⅛
Johns-Manville (Com.)	np	56½	59½	59½
Johns-Manville (Pfd.)	100	124	128	125
Raybestos-Manhattan (Com.)	np	17⅝	19¾	19⅝
Ruberoid (Com.)	np	17⅛	18¾	18⅝
Thermoid (Com.)	1	3¼	3⅝	3¼
Thermoid (Pfd.)	10	30	34	31¼
U. S. Gypsum (Com.)	20	50½	53⅜	53⅜
U. S. Gypsum (Pfd.)	100	171	174	173½

ASBESTOS RM TEXTILES

YARN

ASBESTOS YARN IS MADE IN A WIDE VARIETY OF SIZES IN SINGLES AND IN PLIES. IT IS GRADED BY RELATIVE PERCENTAGES OF ASBESTOS AND COTTON, EACH GRADE BEING SUPERIOR FOR A SPECIFIC APPLICATION. FOR FURTHER INFORMATION SEE **ASBESTOS TEXTILES AND TEXTILE PRODUCTS** DISTRIBUTED FREE TO USERS OF ASBESTOS YARN BY

RAYBESTOS-MANHATTAN, INC.
INDUSTRIAL SALES DIVISION
FACTORIES
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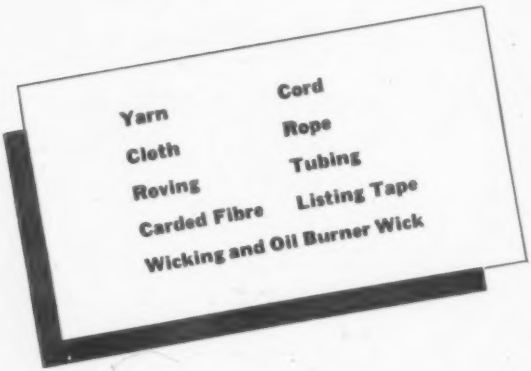

The facilities of our sales and research organization are at the disposal of any manufacturer who has a problem to solve which involves the use of fabricated asbestos.

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